

Producing Milk With A Targeted Purpose

Presented by

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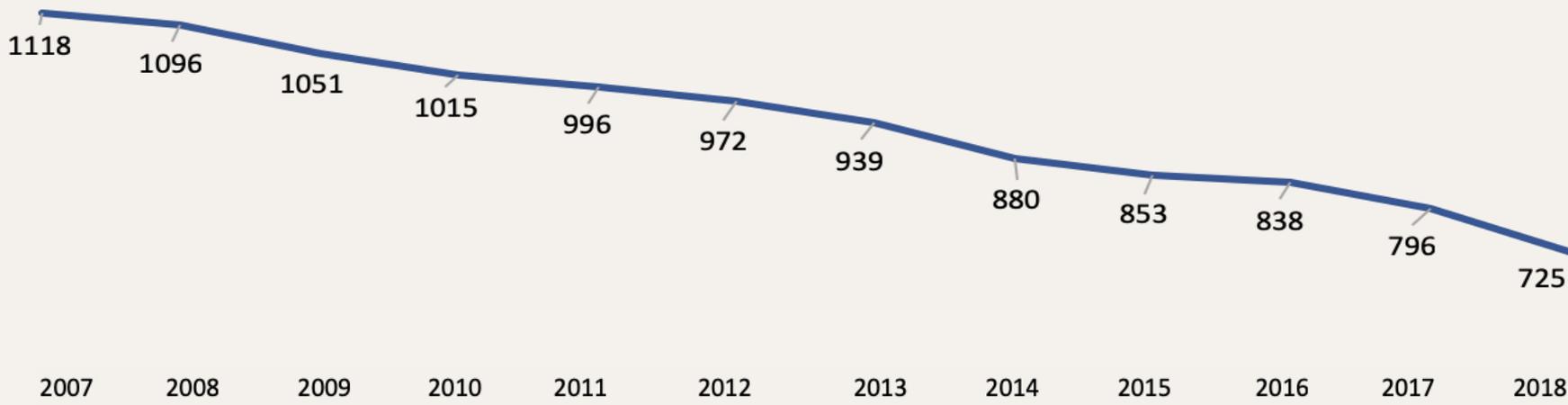
Jericho Hill Farm

Grafton Village Cheese

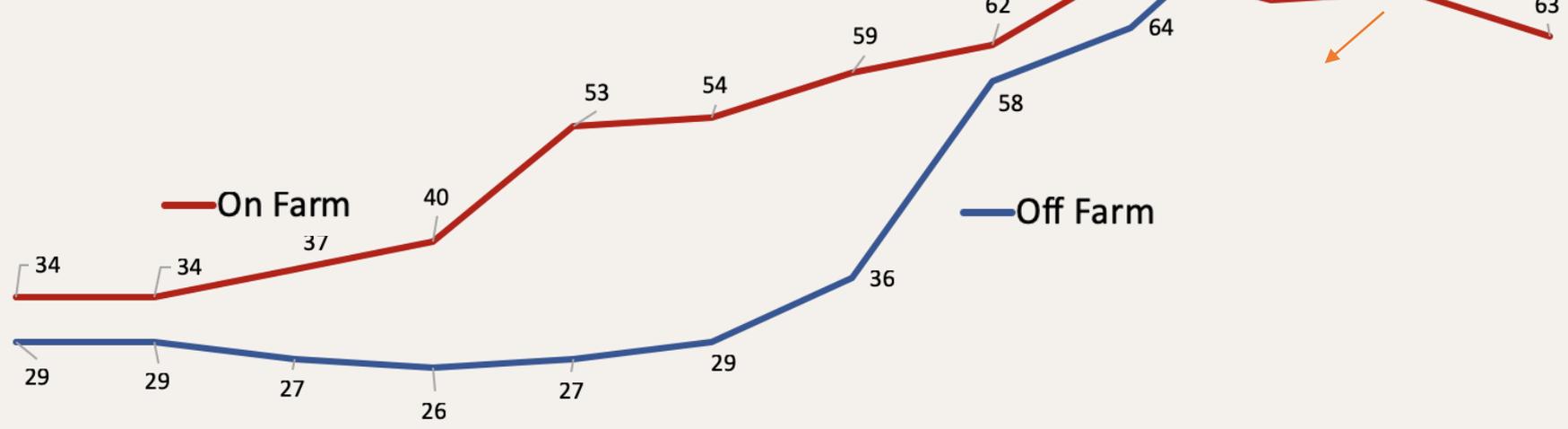
Crowley Cheese

Spring Brook Farm Cheese

Vermont Cow Dairy Farms



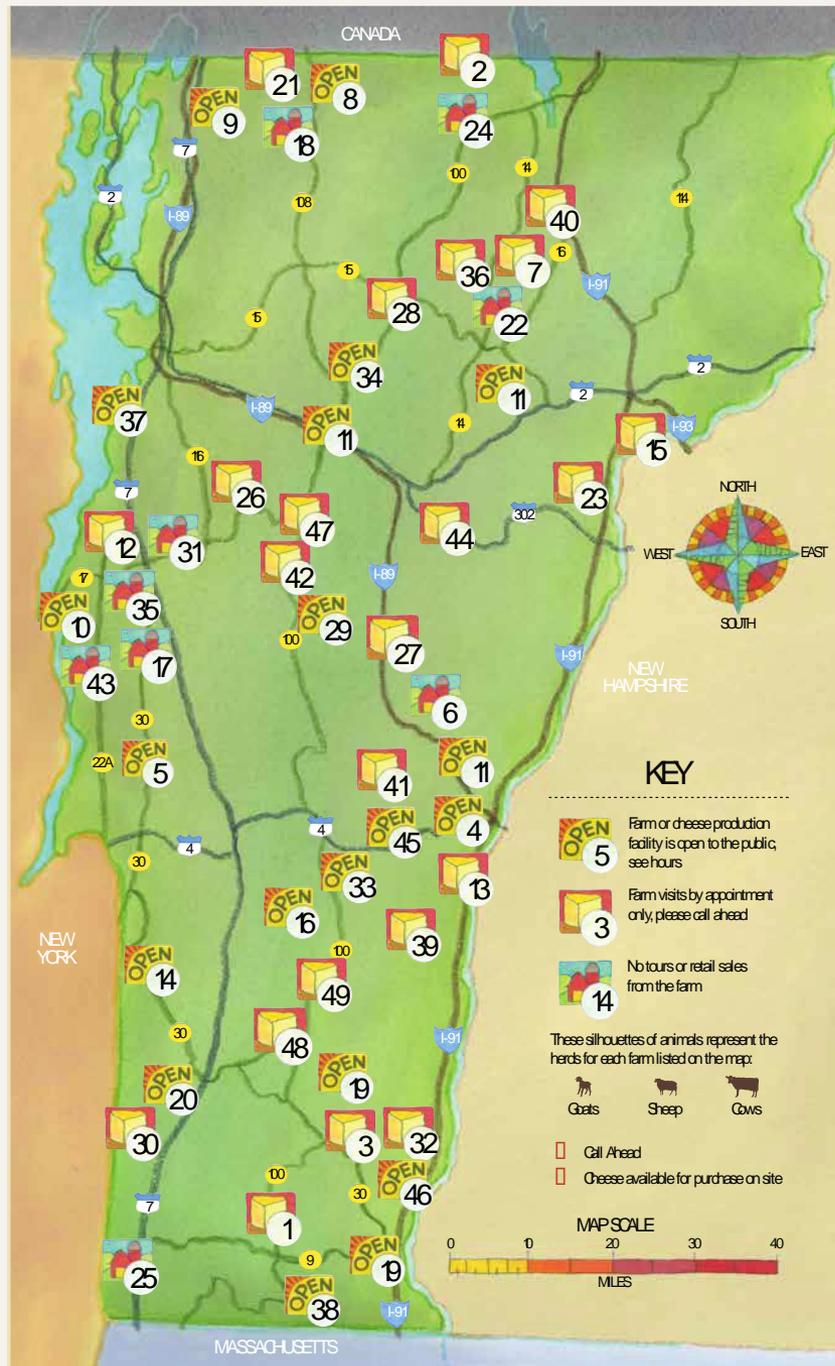
Vermont Milk Processors



Cheesemaking Has Grown in Vermont

52 Cheesemakers
 868 Dairy Farms
 712 (81%) < 200 cows

725



Artisanal Cheesemaking—A Vermont Success Story

- Nationally, the specialty cheese category has been growing about four times as fast as non-specialty cheese in recent years
- Despite its size, Vermont is a leader in artisanal cheesemaking
 - Vermont has more than 50 cheesemaking businesses
 - Vermont has more cheesemakers per capita than any other State—close to 1 for every 13,000 people
 - More than half of Vermont’s cheesemakers are making a raw milk cheese
- Vermont artisanal cheesemakers’ national reputation far exceeds its production volume (see next slide)

ACS Best of Show 2013-2018

First Place

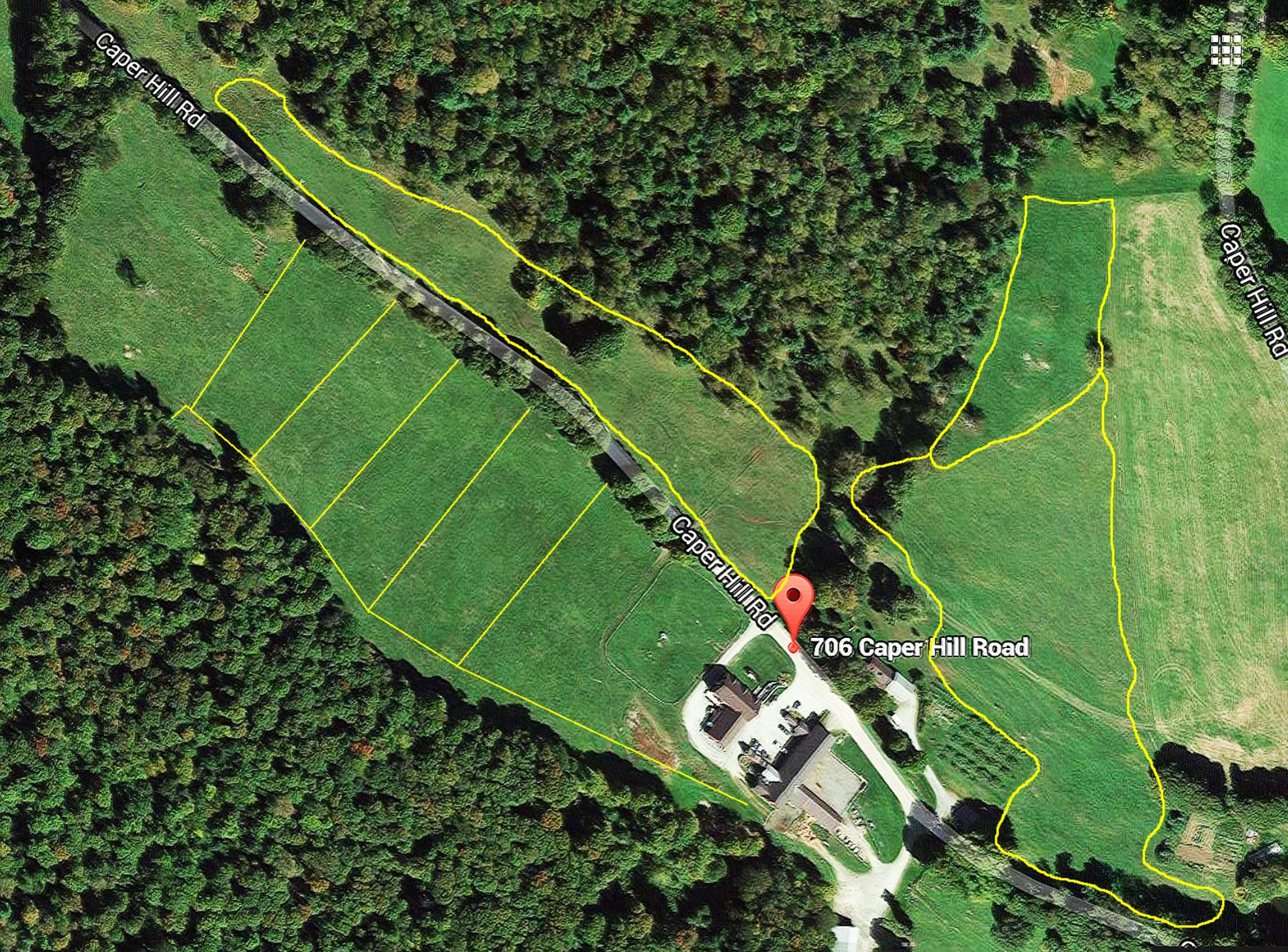
Second Place

Third Place

2018	Jasper Hill--Harbison	Jasper Hill--Calderwood	Cows (PEI)--Avonlea Clothbound Cheddar
2017	Springbrook--Tarentaise Reserve	Farm @ Doe Run--St. Malachi	Jasper Hill--Harbison
2016	Roelli--Little Mountain	Bleating Heart--Buff Blue	Caves of Faribault--Jeff's Select Gouda
		Farm at Doe Run--St. Malachi	Murray's Cheese--Greensward
2015	Glengarry (Ontario) Celtic Blue Reserve	Laclare Farms--Cave Aged Chandol	Jasper Hill--Harbison
2014	Springbrook--Tarantaise Reserve	Point Reyes--Bay Blue	Oakdale--Aged Gouda
			Sprout Creek Farm--Eden
2013	Jasper Hill--Winnimere	Grafton--Bear Hill	Bleu Mont--Bandaged Cheddar
			Bleu Mont--Big Sky Grana

Awards Since 2013

Vermont	9--4 Firsts
Wisconsin	4--1 First
Canada	2--1 First
California	3
Pennsylvania	2
New York	1
Minnesota	1



Caper Hill Rd

Caper Hill Rd

Caper Hill Rd

706 Caper Hill Road



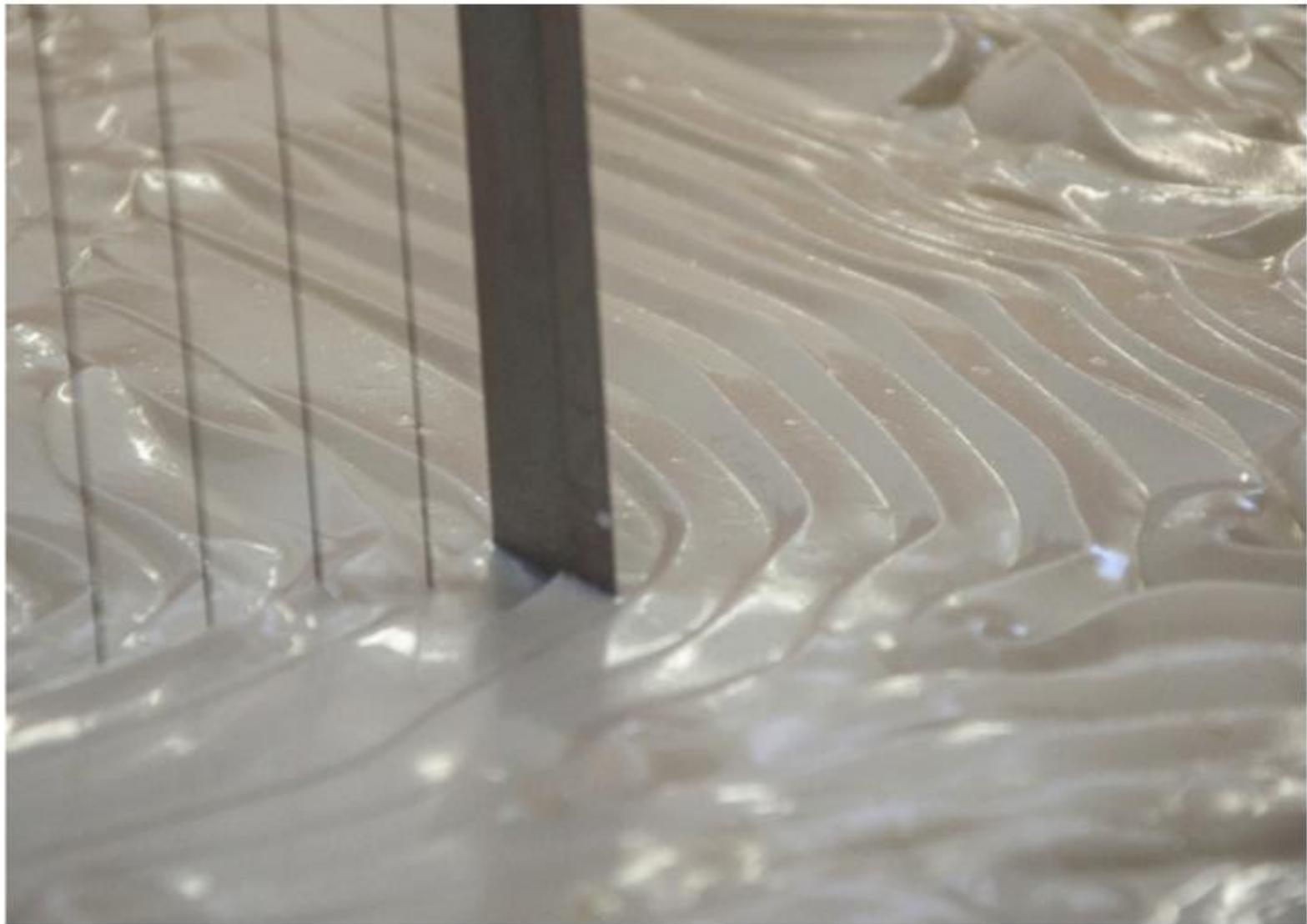


Good Milking Practices



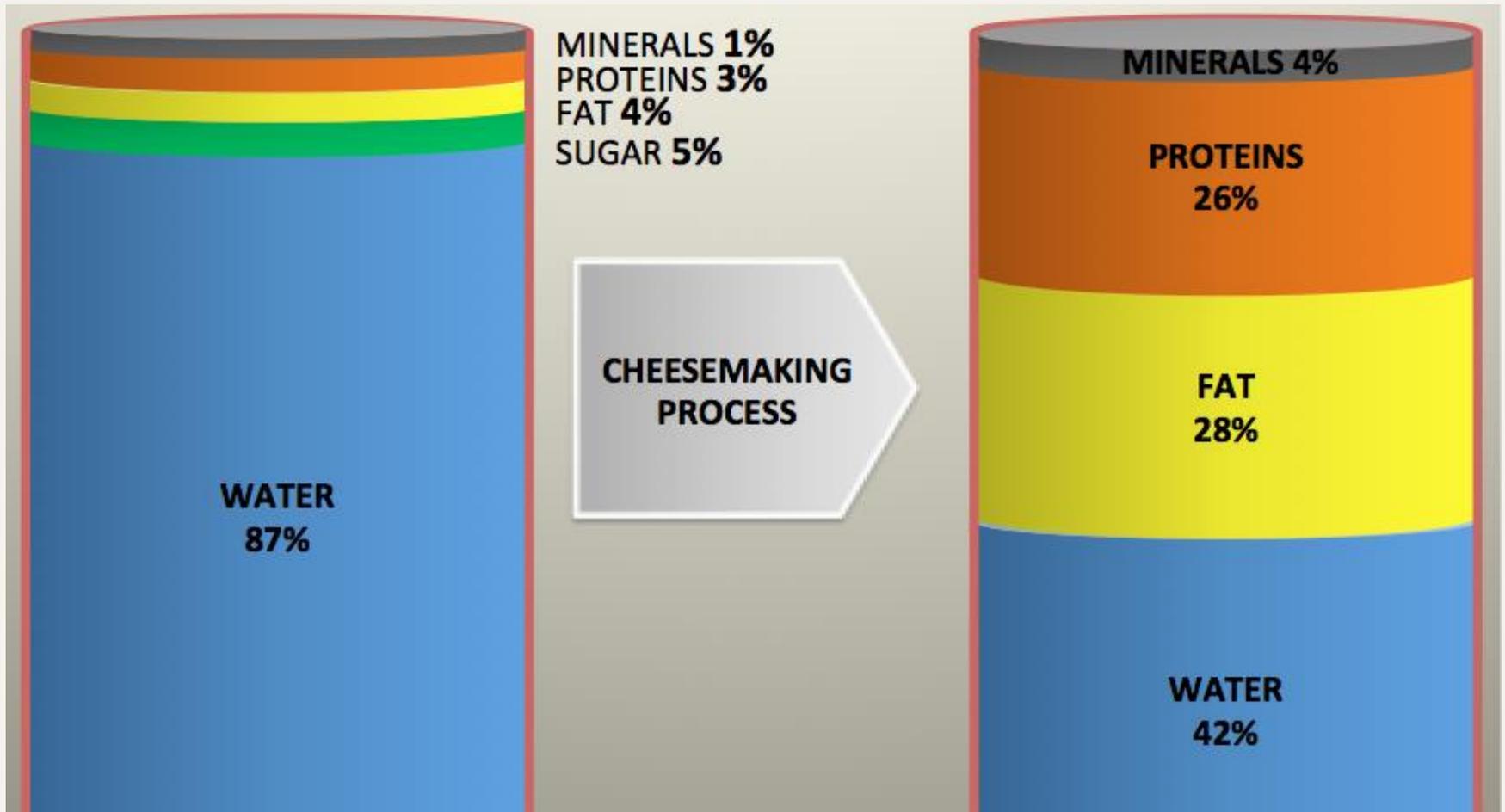








Milk Components





Apine Style Cheese and Fermented Feed

Seasonality



'Late Blowing'



Community in Cooperation

- Pay a price for milk which makes economic sense for the farmer and the cheesemaker
- Remove the farmer from a commodity market and pay a steady price
- Produce milk with qualities required for the production of specialty cheese







CROWLEY CHEESE FACTORY
HEALDVILLE, VT.



CROWLEY CHEESE FACTORY



CROWLEY
CHEESE

Sourcing Milk for Crowley Cheese Background

- Crowley Cheese is America's oldest cheese business (1824)
- Cheese is produced at the Crowley Cheese Factory in Mount Holly near Okemo
 - Opened in 1882 as a cooperative (Winfield Crowley)
 - America's oldest surviving cheese factory (National Historic Place)
- Raw Milk cheese (no thermalization)
 - Recipe is a unique cheddar—technically between a traditional cheddar and a Colby
 - Cheese is still made entirely by hand
- All milk is purchased
 - Holstein milk—Woodlawn Holstein Farm in Pawlet
 - Jersey milk—Jersey Girls Dairy in Chester

Challenges Sourcing Milk for Crowley Cheese

- Requirements:
 - Pathogenic and component quality
 - Clean milk
 - Farm and hauler
 - Consistent component characteristics
 - Logistics
 - Proximate farm
 - Limited by our 1250 gallon bulk tank
 - Delivery early in the day
 - Don't produce between early November and late January
- Other Issues: breed; feed; component ratio; Non-GMO; “certified humane”
- Biggest challenge: Coop prohibition of member milk sales to third parties
- Second biggest challenge: hauling logistics

Grafton Site



Brattleboro Site



GRAFTON VILLAGE CHEESE

- Started making cheese again in 1963
- Known for hand-made raw cheddar
 - Our milk is thermalized in part due to the many different farms we source from
 - Targeted components in the past have been Jersey milk and high fat

Challenges

- Grafton Village Cheese purchases over 1,000,000 pounds of milk per month
- The 2 Co-ops we purchase milk from have done a good job on milk quality
- Aged cheddars allow for milk and cheesemaking defects to appear over time
- Our grading program is our mechanism to sell the cheeses at the appropriate time











Consumer and Buyer

- Average buyer (large company) and consumer (end user) are more educated about cheese, ingredient sourcing, and processes of cheesemaking
- More choices in the market place for hand-made artisanal cheeses
- Flood of cheaper European cheeses
- Tough market for cheese makers

Future

- Grafton Village Cheese could be a great place to develop a community based regional cheese founded on shared values and targets
- Supported and owned by the Windham Foundation. Our mission is to support Vermont's rural communities
- Infrastructure in place – 2 plants with a strong food safety plan
- Already working with 13 different partners to produce cheese – farmers and other cheese makers

Vermont cheeses on display



Cheese 😊

